
Most Recent News on Maryland's Business Incubators and TEDCO

Vol. 7 August 2001

The latest from Maryland's Business Incubators and TEDCO:

Incubators:

- Howard County Economic Development Authority's NeoTech Incubator
- Maryland Technology Development Center (MTDC)
- Technology Advancement Program (TAP)
- UMBC Technology Center

TEDCO:

- TEDCO appoints new manager of business incubation programs
- TEDCO and AMSE appoint first state fellow to serve in a technology development corporation

**TEDCO Appoints Heidi Sheppard
Program Manager, Business Incubation Programs**

TEDCO President Dr. Phillip Singerman announced the appointment of **Heidi Sheppard** as Program Manager of Business Incubation Programs.

With more than 15 years of experience as an entrepreneur and business development consultant, Sheppard will oversee TEDCO's business incubator program, including the New Business Incubation Facilities Program, which supports incubators that assist startup technology firms throughout the state.

Over the past year, TEDCO has developed a comprehensive program to assist Maryland business incubators and incubation companies, including Best Practices Awards and the first Maryland Incubator Companies of the Year Awards. TEDCO also provides funding for feasibility studies for new incubators and received a \$5 million capital appropriation from the State to fund incubation facilities.

**Howard County Economic Development Authority's NeoTech Incubator
Columbia, MD**

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New and Noteworthy

Neotech's newest addition receives funding on t.v. technology.

- **Scientific Data Systems**, NeoTech's newest client company, has received a \$1.7 million investment in venture capital. SDS is creating integrated and stand-alone end-to-end compression solutions for broadcast, satellite, cable, high-definition television, Internet and wireless video. The company is currently concentrating on a "television-on-demand" system for the cable television industry. The technology combines proprietary wavelet compression techniques with a patented hardware engine architecture developed at the Applied Physics Laboratory at Johns Hopkins University that has been exclusively licensed worldwide by SDS. This research has already generated five new patent applications.

**Maryland Technology Development Center (MTDC)
Rockville, MD**

Contact: Duc Duong, email: dduong@md.hitech.org

New and Noteworthy

MTDC was honored by the city of Gaithersburg and welcomed guest speakers to the incubator for a brown bag lunch. They also welcome two new tenants, adding cardiology software experts and intellectual property licensing to the incubator.

- On July 2, the City of Gaithersburg hosted an elaborate reception in honor of MTDC companies and their employees to celebrate the 4th of July. More than 100 people attended the reception and networked with City officials and executives of technology companies located in Gaithersburg.
- MTDC hosted three Brown Bag Lunch meetings with guest speakers and sponsored lunches.
 - “How to Pitch Your Story to the Media” – presented by the editor and technology reporter of TechWay
 - “Cost-effective Ways of Developing Business Leads from the Internet” – presented by the president of Khera Communications
 - “Are You Sure the World is Ready for Your Innovation” – presented by The Fratelli Group

New Tenants at MTDC

- **Coagulation Diagnostic** – John McDonnell, President and CEO
Coagulation is a biomedical company seeking to become the leading developer of whole blood coagulation assays and help clinicians improve quality-of-care and patient outcome by creating accurate, rapid and convenient diagnostic and monitoring assays. While Coagulation has established its lab operations in MTDC, its headquarters is in Bethesda. Coagulation moved into MTDC in mid July.
- **Creatv**– Dr. Cha-Mei Tang, President and Founder
Creatv develops diagnostic and analytical tools for the medical, environmental and pharmaceutical industries. Creatv works in collaboration with universities and laboratories to find new technologies and develop them into commercially viable products. The company plans to move into MTDC in early August.

Technology Advancement Program (TAP)

University of Maryland, College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy

TAP “North” is growing in Delaware, while TAP alumni continue to prosper.

- **TAP “North”** – Just one year ago the University of Maryland received a donation from DuPont of intellectual property relating to baculovirus as an agricultural pesticide along with a pilot-scale facility for manufacturing prototype products. The value of the total package was placed at \$18 million, of which the production facility and equipment in Newark, Del. represented approximately \$1.2 million. TAP was given responsibility for securing the “best use” of the Newark facility, which was dubbed **TAP North**. The facility is equipped with walk-in refrigerators, freezers and environmental “growth” chambers for rearing baculovirus host larvae.

Accomplishments of TAP Graduates

- **Cytime Sciences, Inc.** received a three-year, \$2 million Advanced Technology Program (ATP) award in late 1999 for the development of a novel cancer treatment using Colloidal Gold to deliver cytokines, which modulate the body’s immune system. Today, the research is being carried out in collaboration with the National Cancer Institute.
- **Martek Biosciences Corp.**, an early TAP client that went public, was recently featured on the June 15 cover of *Science Magazine*. Martek develops and sells nutritional oils derived from microalgae, which are used as infant formula ingredients and as nutritional supplements. Martek’s oils are licensed and sold to seven infant formula manufacturers, representing more than 60 percent of the infant formula market

worldwide. Infant formulas containing the company's oils have been introduced in more than 60 countries throughout the world.

UMBC Technology Center
University of Maryland, Baltimore County
www.umbc.edu/Business/Research
Contact: Paul Levin, email: plevin@umbc.edu

New and Noteworthy

Emeron gets educated and UMBC's partnership with NASA is featured on the small screen.

- The folks at **Emeron**, an Internet technology company that utilizes patent pending technologies to develop, host and maintain web sites, are hitting the books. While high school and college seniors celebrate their respective graduations this summer, the Emeron team is celebrating an academic success of its own. Al Scott, Emeron's Team Leader for Network Administration, achieved his MCSE (Microsoft Certified Systems Engineer) Windows 2000 certification. He is one of the first technicians in the area to achieve this level of professional distinction. The Emeron team continues their studies throughout the summer as additional members pursue their MCSE certification, and the development team works toward achieving their MCSO (Microsoft Certified Solution Developer) distinctions.
- **Goddard Earth Sciences and Technology (GEST)** director Robert Curran received a grant of \$578,887 from NASA for the Goddard Earth Science and Technology Center. The UMBC/NASA partnership was featured in "Maryland State of Mind" on Maryland Public Television in June and July. The show featured a segment on UMBC's research partnership with NASA in the Goddard Earth Sciences and Technology (GEST) Center.

**TEDCO & American Society of Mechanical
Engineers Form Historic Partnership**

ASME appoints first state fellow to serve in a technology development organization

TEDCO and the **American Society of Mechanical Engineers (ASME)** have formed an historic partnership. ASME has appointed its first state fellow to serve in a technology development organization. **Michael Ambrose** will serve as TEDCO's Federal Technology Transfer Specialist, focusing on technologies available from Naval research centers.

Ambrose will coordinate showcase preparations at Navy labs, such as Carderock, Naval Air Warfare Center at Patuxent River and NSA. The showcases are elements of TEDCO's Federal Laboratory Partnership Program, which links private companies to the resources of the 50 federal research facilities in Maryland. Ambrose will also expand the Maryland technology outreach program to include additional U.S. Navy laboratories and organizations within Maryland and the surrounding region.

American Society of Mechanical Engineers was the first engineering society to establish a federal government fellowship program.

Don't forget about upcoming Federal Technology Showcases:

Carderock – October 9

PAX River – October 30

NSA – November 13

More information to follow.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corp. (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, federal and university

laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

Maryland's Incubator Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, contact Elizabeth Roberts at (410) 902-5015 or elizabeth@mghpr.com. For information about TEDCO, contact Tara Murphy at (410) 902-5058 or tara@mghpr.com or log onto www.marylandtedco.org.